

Digital Workers for the Homebuilding Industry

Three digital workers. One community. One revenue clock.

Kevin Van Horn
Managing Director of AI, ERP Suites





I built the module you're sitting in.

Homebuilding wasn't a specialty I picked up.
It's where I started, 32 years ago.

- **Architect of the JD Edwards Homebuilder module**
Original member of the JD Edwards AEC organization
- **34 years inside JD Edwards — 32 of them in homebuilding**
Homebuilder implementations were the first thing I ever did in JDE, and I never stopped
- **Managing Director of AI, ERP Suites**
Now designing the digital workers this module always needed

MORE THAN A DOZEN JDE HOMEBUILDER IMPLEMENTATIONS · 32 YEARS

Ryland · Toll Brothers · Lennar · M/I Homes · Castle & Cooke · Beazer

Three problems that are costing you money and showing up on no report

01

A community goes on sale

with houses promised on lots that cannot physically take them

02

A community starts building

with an entire trade that was never priced

03

A house closes

carrying an accrual full of cost that will never be spent

All three happened in the same subdivision. I am going to show you that subdivision.

You are not a general contractor

And every assumption baked into standard construction accounting works against you.

A GENERAL CONTRACTOR

Bills as the work gets done

Revenue recognized progressively

Percentage of completion, month by month

Cash comes in during the build

Working capital replenishes itself

A slipped month is a timing issue

Annoying. Not existential.

A HOMEBUILDER

Bills nothing until the deed moves

The house is WIP inventory

It sits on your balance sheet, financed, until it closes

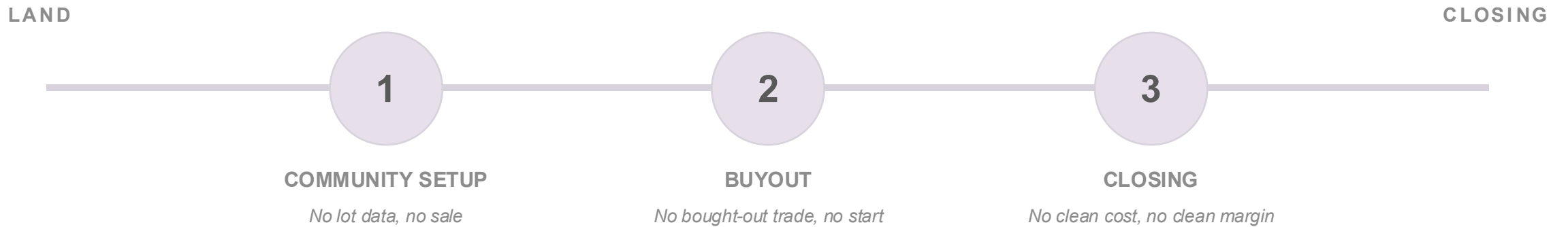
Revenue AND full COGS, same period

Hard GAAP requirement. Miss it and the statements are wrong.

A house closing May 31st

Needs both entries posted that same day

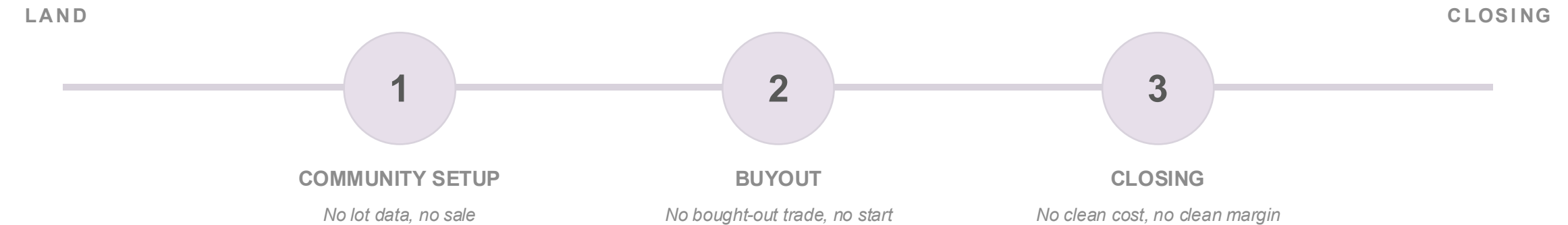
So your real operating metric isn't productivity. It's time-to-close.



Every day between land and closing is capital you are carrying.
At 5,000 to 80,000 homes a year, days are not a soft cost. They are the cost.

Three gates stand between dirt and a closed house

Nothing downstream moves until each one opens. And they open in order.



GATE 1

Community setup

Lot Master, plans, options, buildability. Until this is right, you cannot list a lot.

GATE 2

Buyout

Every trade priced and awarded. Until this is right, a home start cannot generate a PO.

GATE 3

Closing

Revenue tied out, cost scrubbed, both in the same period. Until this is right, your margin is fiction.

And every one of them fails silently

A missing trade does not show up as a blank. It shows up as a cost per square foot that looks completely reasonable.

WHAT THE REPORT SAID

\$117.07

cost per square foot

Nobody questioned it.



WHAT IT ACTUALLY COST

\$119.02

cost per square foot

An entire trade was never priced.

***This is why these problems survive for years inside well-run companies.
Nobody audits a number that looks right.***

Not AI agents. Digital workers.

The word change matters. These are not tools your team uses — they are members of your team.

01

Always On

Work 24/7 without breaks, around the clock, so your team doesn't have to

02

Goal Oriented

Repeatable business processes — data entry, approvals, reconciliation — with speed and precision

03

Learning & Adapting

Improve over time, learning from patterns and feedback to handle more complex work

04

Seamless Collaboration

Work alongside your existing team, inside the ERP and systems you already run

05

Scalable Workforce

Deploy one worker or a hundred — scale up and down with demand

And this workforce is JD Edwards–literate

Purpose built for JDE

Powered by OCI

Extensible by design

“Your Digital Workforce isn’t generic AI — it’s JD Edwards–literate. Trained on your data, tuned to your processes, and continuously improving inside the platform you already trust.”

Which means the question in front of you is not the one you have been asked all year.

NOT THIS

“Should we adopt AI agents?”

THIS

“Which gate is costing me the most?”

GATE 1 · COMMUNITY INTELLIGENCE

Before a single lot goes on sale

Center Square, Phase 1 — 68 lots, 6 plans, 3 elevations

LAND

CLOSING



Your lot record has 22 fields. Most builders fill in four.

1,496

Field values in one community phase.
68 lots × 22 fields, read off a
97-sheet recorded plan set.

4

Fields per lot actually entered today:
lot number, address, phase, premium.
Everything else is left blank.

0

Places in JD Edwards where setbacks,
lot dimensions, wetlands, or side-yard
rules have ever had a home.

WHY THAT MATTERS MORE THAN IT SOUNDS

Buildability needs three things: the plan's dimensions, the lot's dimensions, and the community's rules. JD Edwards holds the first two and none of the third.

So buildability has never been calculable. Not because anyone was careless — because the data has never existed in one place.

Community Document Intake

The agent reads the full community document package before it asks a single question. Everything downstream — foundation, lots, rules, exclusions — is derived from these documents and traced back to them.

+ Add documents

Continue to Foundation →

⚠ Superseded document detected — ingest halted for review.

OLD DO NOT USE 5506 FINAL PLANS.pdf was uploaded to this community. The filename asserts supersession, and the recorded plan inside carries revision date 11/28/2017 while the Township approval resolution on file references a plan revised 03/14/2018. The agent will not derive Lot Master values from a superseded plan set.

Quarantine document

Mark reference-only

Why was this flagged?

Documents received

7 / 9 expected

2 outstanding · 3 capabilities blocked

Pages processed

12 of 97 sheets

Phase 1 record plan set

Avg extraction confidence

94.2%

Threshold 85% · 10 fields below

Lots identified

68

44 detached · 24 attached

Manual entry avoided

~34 hrs

68 lots × 22 fields

Community document package — completeness

The agent tracks what it expects, what it has, and which capabilities each gap blocks

3 capabilities blocked by missing documents

DOCUMENT	SOURCE / REFERENCE	STATUS	CONFIDENCE	FEEDS
Record Plan — Phase 1	S.T.A. Engineering · Sheets 1–12 of 97 · rev 11/28/2017	Received	99%	Lot geometry · legal descriptions · streets · setbacks shown
Wetlands / Waters Delineation Plan	Army Corps prelim. JD CENAP-OP-R-2017-00668-84 · Sheets 1–3 of 3 · rev 11/28/2017	Received	97%	Wetlands adjacency · water body edges · WET-01 addendum flags
Zoning Data / Lot Criteria	Record Plan Sheet 3 · Worcester Twp stipulation	Received	98%	Community Setup Rules · buildability exclusions
PCSM Plan — Structural BMPs	Basins & BMP outfalls · A12, A13, A15, A17, A18, A21, A22	Received	95%	Basin adjacency · SWM-02 easement flags
Grading Plan	Sheets 4–12 · partial coverage	Partial	88%	Retaining wall flags · walkout basement viability
Township Approval Resolution	Worcester Township Board of Supervisors	Received	96%	Recorded plan revision date · phasing security
HOA Declaration / Open Space A–G	Unsigned draft	Unsigned draft	71%	HOA-01 / ROD-01 addendum wording

What just happened

1,418

of 1,496 Lot Master fields populated
from the plan set — against four today

60

buildability constraints found
44 on plans, 16 on options

186

spatial relationships derived from the plat
none of which anyone enters by hand

\$179,000

GATE 1 · OPEN

of option revenue that would have been quoted,
contracted, and then unwound.

One community. Twelve lots. Found before a single one went on sale — which is
the only time finding it is cheap.

GATE 2 · BID UPLOAD & UPDATE

Before the first home starts

Forty-eight trades have to clear before lot one breaks ground

LAND

CLOSING



Forty-eight trades. However they feel like sending it.

Bids arrive as PDFs, spreadsheets, scanned faxes, and prices typed into the body of an email.

94

bid submissions received
for one community phase

15,847

bid detail lines
keyed or copy-pasted by hand

174

lines in a single vendor PDF
fourteen pages long

41

days — the manual buyout
cycle time baseline

AND THE FAILURE MODE IS THE SAME AS GATE 1

A trade that was never priced does not show up as a blank line. It shows up as a budget that adds up.

You find out at a home start, when the purchase order will not generate and the house has to be restarted — about nine days each time.

- NAVIGATION
- PORTFOLIO
- Buyout Readiness3
- CENTER SQUARE · PH 1
- Trade Buyout Board9
- Bid Intake2
- Extraction & Mapping7
- Wildcard Structure
- Base House Coverage1
- Award & Assignment4
- LIFECYCLE
- Price Update & Revision1
- Expiration & Reassignment7
- SYSTEM
- Governance

Buyout Readiness

Every community's readiness to start its next home, across the divisions you're authorised for. Readiness is scored continuously — a community in construction loses it the moment a revision lapses.

All divisions

PHL

BAL

+ Start buyout

Trades blocking a start

56

5 communities · Skippack blocked upstream

Home starts at risk · 30 days

11

no valid price at scheduled start

Days to buyout complete

9.4 avg

vs 41 days manual baseline

Base House cost at risk

\$313K

Center Square · 1 trade uncovered

Wildcard compression

14.2x

15,847 lines vs 224,600 explicit

Communities													All stages	Blocked upstream	In buyout	In construction
COMMUNITY	JOB	DIV	PHASE	PLANS×ELEV	TRADES	STAGE	TRADES READY	BLOCKING	BID LINES	STARTS AT RISK	WAITING ON	OWNER				
Center Square	55060000	PHL	1 of 5	6 × 3	48	1-3 · In buyout	39 of 4881%	2 no bid 3 coverage 4 award	15,847	—	9 trades — 2 no bid · 3 coverage · 4 award pending	M. Reyes				
Whitehall Crossing	56010000	PHL	1 of 3	4 × 2	44	1-3 · In buyout	13 of 4430%	31 no bid	4,210	—	31 trades awaiting trade partner submissions	D. Okafor				
Barnes Ridge	57200000	PHL	2 of 6	7 × 3	51	1-3 · In buyout	42 of 5182%	9 award	18,320	—	9 awards pending Supplier Assignment	A. Whitfield				
Skippack Meadows	58330000	PHL	1 of 2	—	48	0 · Blocked upstream	0 of 480%	blocked upstream	—	—	Plans & Options not yet in JDE — community setup incomplete	A. Whitfield				
Providence Reserve	54120000	PHL	3 of 4	5 × 3	49	4 · In construction	47 of 4996%	2 lapsing	17,640	6	Drywall & Rough HVAC pricing lapses before 6 scheduled starts	M. Reyes				
Hickory Hill	51880000	BAL	4 of 4	4 × 2	46	4 · In construction	41 of 4689%	1 expired 4 lapsing	13,980	5	Painting Exterior expired — 2 starts	J. Lin				

Everyone in this room already knows the workaround

“Most builders key a two-year window on a bid everybody knows will be repriced inside a year.

That isn’t sloppiness, it’s a hedge. Honest dates mean the purchase order fails and the start gets held. Padded dates mean it always generates, at a price the vendor won’t honour.

Given the choice, everyone picks the failure they can’t see.”

The agent doesn’t fix this by nagging people about data hygiene. It removes the reason the hedge exists — by watching every expiration date continuously and ranking by which houses are about to start without a price.

What just happened

\$313,276

GATE 2 · OPEN

of Base House cost missing from one community's Phase 1 budget, because Landscaping was never priced.

Nothing flagged it. The budget balanced. The cost per square foot looked normal.

11

home starts in the next 30 days with no valid price. Two already blocked.

9.4

days average buyout cycle time against a 41-day manual baseline

\$7,620

more expensive — the cabinet bid that looked \$31,280 cheaper until scope was equalised

GATE 3 · HOME CLOSING

The moment the money becomes real

And the only moment GAAP gives you to get it right

LAND

CLOSING

1

COMMUNITY SETUP

No lot data, no sale

2

BUYOUT

No bought-out trade, no start

3

CLOSING

No clean cost, no clean margin

Same day. Same period. No exceptions.

A home closing on May 31st needs revenue and the full cost of the house posted that same day.

200–500

cost codes on a single lot job,
every one carrying an estimate to complete

Thousands

of lot accountants working in parallel
across the country, at month end

Hours

not days — the window between
the closing table and the controller deadline

AND THE SAME SILENT FAILURE, ONE LAST TIME

The Provision for Final Cost fills with budget residue — money nobody will ever spend, accrued anyway.

It does not error. It just quietly makes the house look less profitable than it was, and nobody has time to scroll five hundred cost codes at 4pm on the 31st to prove otherwise.

- NAVIGATION
- OVERVIEW
- Controller Dashboard
- Closing Queue 12
- CLOSE WORKFLOW
- Settlement Intake 2
- ETC Worklist 7
- Profit Recognition
- SYSTEM
- Settings

Controller Dashboard

Month-end close risk at a glance — closings, accrual exposure, approvals, and the live priority queue.

Today

Next 7 Days

This Period

Export

⚠ Controller deadline: May 30, 5:00 PM CT — booking closes today. 3 closings need attention, incl. 1 overdue with a settlement mismatch. 7 ETC lines await approval. [Open closing queue →](#)

Closing This Period

12

1 exceptions

Recognized This Period

1

8% booked

Accrual Exposure This Period

\$559.2K

▼ 22% vs baseline

Pending ETC Approvals

4

awaiting your sign-off

Live Closing Queue · This period (12)

Full queue view →

LOT JOB	BUYER / ADDRESS	CLOSE DATE · TIME	DEADLINE	SETTLEMENT	STAGE	ACCRUAL	
L0T-4471-B	J. & M. Delgado · 218 Aspen Ridge Dr	May 30 · 2:00p	<24h	matched	ETC review	\$142.9K	Review →
L0T-4482-A	R. Okafor · 91 Willow Bend Ct	May 30 · 4:30p	<24h	matched	ETC review	\$88.2K	Review →
L0T-4463-A	P. Hughes · 44 Ironwood Ct	May 29 · 1:00p	overdue	mismatch	overdue	\$73.5K	Review ⚠
L0T-4490-C	T. Nguyen · 5507 Sequoia Pkwy	May 31 · 10:00a	1d	awaiting	awaiting	—	—
L0T-4455-D	S. Patel · 12 Cedar Hollow	May 31 · 1:00p	1d	matched	ready	\$61.4K	Recognize →
L0T-4468-A	B. Carter · 340 Magnolia Way	Jun 2 · 11:00a	3d	matched	ETC review	\$54.0K	Review →
L0T-4501-B	L. Romano · 88 Birchwood Ln	Jun 2 · 3:00p	3d	awaiting	awaiting	—	—



What just happened

THE ACCRUAL

\$203,700 → \$142,900

Only genuine future obligations left standing. 64 dead lines down to 7 that needed a human.

CLOSING CYCLE TIME

3.2 hrs

Signal to fully posted, at month end, against a four-hour target. 99.8% same-period recognition.

MARGIN PROTECTED — AND WHO AUTHORIZED IT

+\$1.91M

GATE 3 · OPEN

\$1.24M

Auto-zeroed, touchless
The agent, inside its threshold

\$0.51M

Accountant-approved
A human looked and agreed

\$0.16M

Controller-approved
Escalated above materiality

You just watched one subdivision

Center Square, Phase 1. Sixty-eight lots. I never changed communities on you.

LAND

CLOSING



\$179K

of option revenue
protected at gate 1

\$313K

of missing cost
found at gate 2

\$1.91M

of margin
protected at gate 3

Three digital workers. One community. One revenue clock.

Because the data only flows one direction

Gate 1's output is gate 2's input is gate 3's input. Bad lot data never stays a lot problem.



So “which agent should I buy first” is the wrong question.

The right question is what your data foundation looks like — because every worker downstream inherits it. This is also why the first digital worker is the most expensive one you will ever deploy. You are not buying an agent. You are building the floor the rest of them stand on.

You invest in the platform once. Then you hire.

FIRST WORKER

Platform build
+ one digital worker

ONE-TIME COST

Low

TIMELINE

Short

SECOND, THIRD

Reuses the foundation
already standing

ONE-TIME COST

Lower

TIMELINE

Shorter

EVERY ONE AFTER

Data, routing, controls,
dashboards already there

ONE-TIME COST

Lowest

TIMELINE

Shortest

Cleaned master data, event routing, the control tower, the dashboards — built once, inherited by every worker after.

Now — the thing you have actually been wondering

In all three agents, the most impressive moment was the moment it decided not to act.

GATE 1 · COMMUNITY INTELLIGENCE It quarantined the plat

⚠ Superseded document detected — ingest halted for review.

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GATE 2 · BID UPLOAD & UPDATE It refused the bid



Held before extraction — Meridian Landscape Group priced against Plan 1800, which is not in this community. The submission covers all six plans in the vendor's own template, but Plan 1800 (Sycamore) was dropped from the Center Square lineup during community setup. Sixty-one of its 214 lines reference a plan that has no record in the plan master, and its Base House lines for the four remaining detached plans are absent entirely — the vendor priced options only.

GATE 3 · HOME CLOSING It stopped the closing

⚠ **Revenue mismatch — held for controller review.** Projected close date has **passed**. F44H591 total does not match the Settlement PDF beyond tolerance.

Settlement PDF

\$591,300

≠

F44H591 worksheet

\$602,800

Δ \$11,500 (1.9%)

Three agents.
Three different screens.
The same instinct.

*“Every one of these workers earns its keep in the moment it decides not to act.
We didn’t build automation. We built judgment, with a brake.”*



And you decide, step by step, how much rope it gets

Autonomy is configured per action and per company — not per agent, and not by us.

LEVEL 0	Assist	Agent surfaces the finding. A human does the work.
LEVEL 1	Recommend	Agent proposes with rationale and a confidence score. A human approves.
LEVEL 2	Act & notify	Agent acts inside its threshold and tells you what it did.
LEVEL 3	Autonomous	Agent acts and logs. Reserved for narrow, high-confidence cases.

Materiality thresholds you set · Named approvers per action · Reason code on every override
Segregation of duties enforced at the point of action, not caught later in audit

Contained. Controlled. Auditable.

Most AI pilots die in the security review. This platform was designed to pass it.

1

Secure by design

Data stays inside OCI. No public LLMs. Credentials in Vault. Your tenancy, your data.

2

Controlled & traceable

Only approved actions execute. No ad hoc access to JD Edwards. Full audit trail on every event.

3

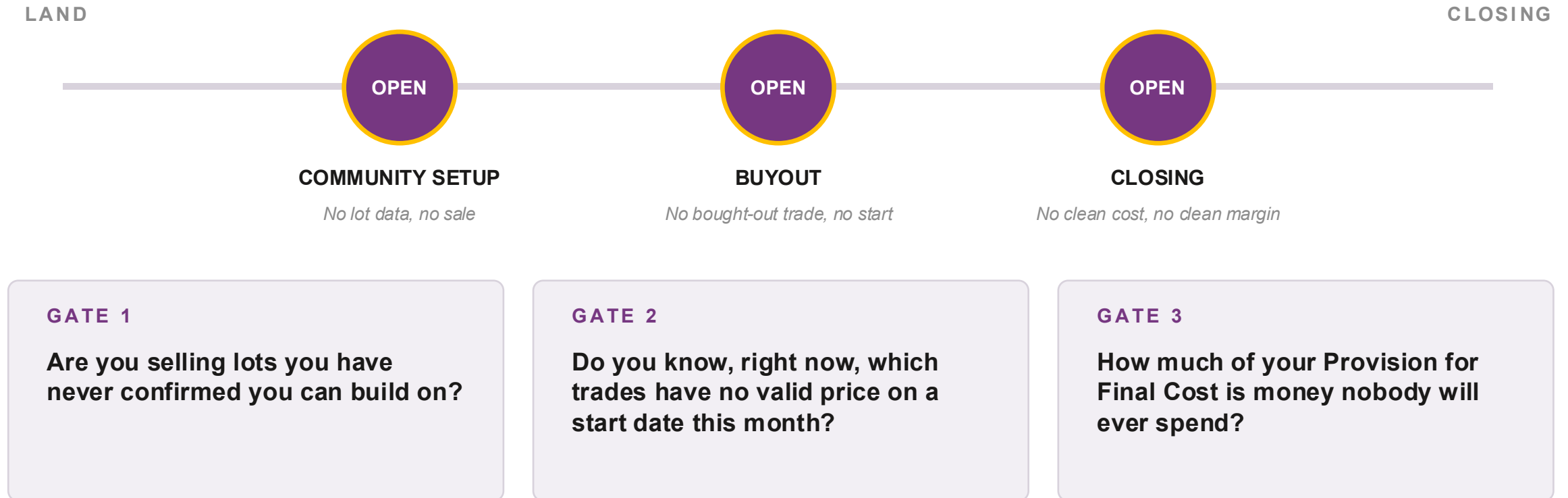
Enterprise ready

SSO and MFA via SAML or OIDC. JDE user-level security enforced — the agent cannot exceed the user.

Purpose built for JD Edwards · Powered by OCI · Extensible by design

Every worker inherits the same foundation: cleaned master data, event routing, the control tower, confidence scoring, and the agentic dashboards. Security is not configured per agent — it is the floor they all stand on.

So the only question left is which gate is yours



If you cannot answer one of these in under a minute, that is your gate.

BRING US ONE

One community. One buyout. One closing.

We will walk it end to end with you and show you where your gate is — with your data, not our prototype.

- A working session, not a sales call
- Your process, your numbers, your JDE
- You leave with the gap quantified

Or find us at booth ____ · kvanhorn@ersuites.com



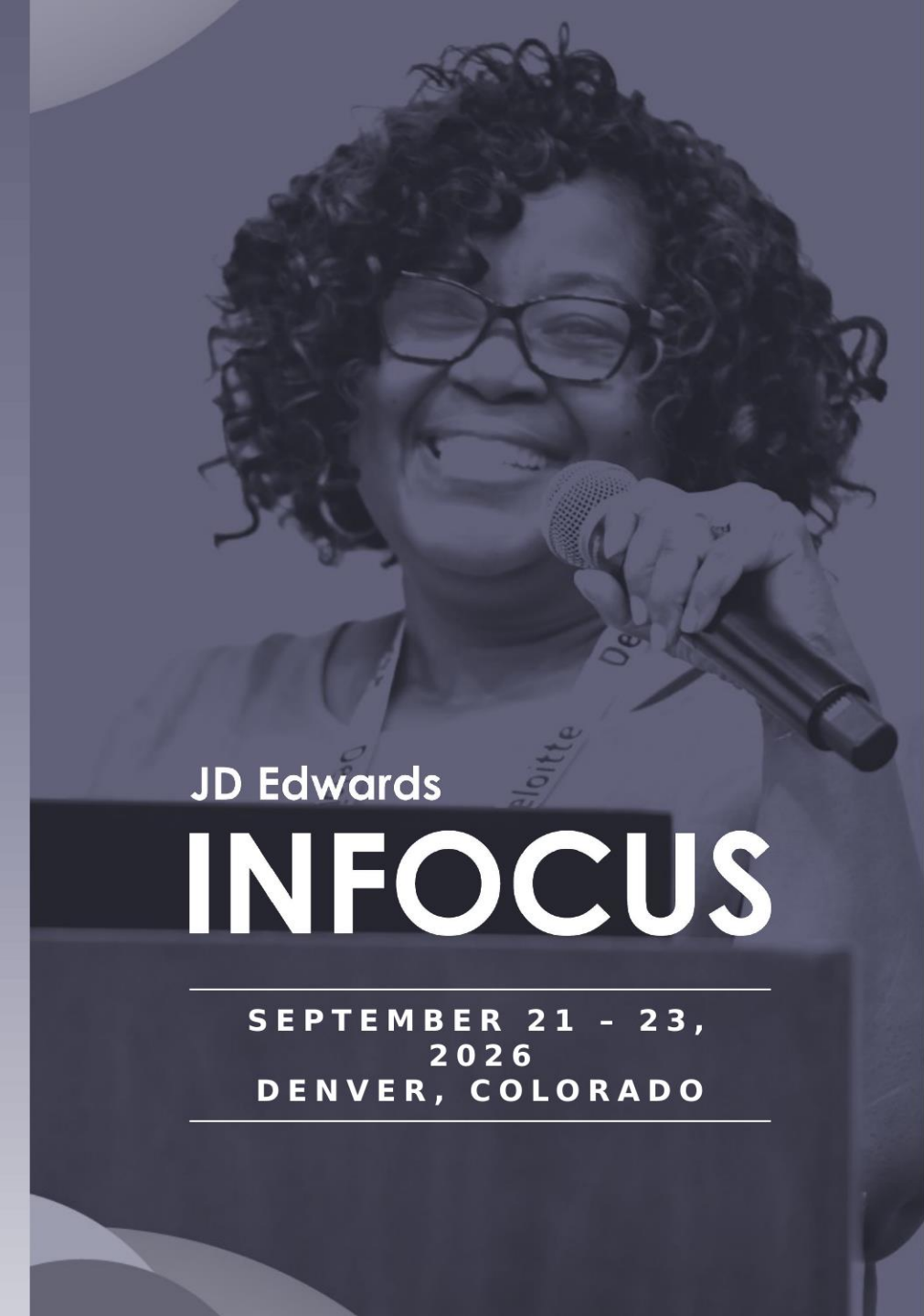
Book a working session



LOVE THIS SESSION?

COMPLETE AT LEAST
3 SESSION SURVEYS PER
DAY AND GET ENTERED
INTO THE DAILY DRAWINGS
TO WIN A **\$500** GIFT CARD!





JD Edwards

INFOCUS

SEPTEMBER 21 - 23,
2026
DENVER, COLORADO

Q&A

Contact me:

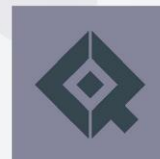
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Quest
JD Edwards
Community